

## USING THE STATE TERM SEDANS CONTRACT SHEET

**PLEASE READ** the following instructions carefully before contacting the procurement officer. They are intended to answer most questions you may have about using this contract sheet.

### Use of Vehicle Designation

When contacting the Procurement Officer or the contractor please use the associated vehicle designation when referring to a vehicle. The name of each vehicle begins with the vehicle designation. For example, the vehicle designation for "SEDAN-1: Sedan. Compact, 4 Door, Hybrid – Gas/Electric" is "SEDAN-1."

### Getting a Price

Each vehicle page identifies the contractor who holds the contract for that vehicle, and provides all of the contact information for that contractor. Contact the vendor for the corresponding vehicle in order to get a final price including additions and deductions. Do NOT call the procurement officer whose contact information appears at the top of each page. They cannot help you with a price or status of an order.

### Vehicle Delivery Fees

#### State Agencies

Vehicle delivery to the State Fleet Management (SFM) Delivery Point is included in the cost of each vehicle. There is no need to include the Deduct option price.

#### Non-State Agencies

Each contract sheet will provide three pieces of information concerning vehicle delivery:

1. Price for delivery (listed as a deduct) is already built into the price of the vehicle to the SFM delivery point.
2. Number of miles from the contractor's facility to the SFM delivery point.
3. Price per mile for delivery beyond the distance of the SFM delivery point.

### Calculating NON-State Agency Delivery Fee

1. Should a Using Governmental Unit desire to **pick up their vehicle(s)** rather than have them delivered, they must inform the contractor and deduct that delivery cost from the price of the vehicle.
2. Using Governmental Units who choose delivery to their location will do the following:
  - a. Calculate the distance (in miles) from the contractor's facility to the desired delivery point using some type of readily available mapping software (Mapquest, Google Maps, etc) and the specific addresses of both locations.
  - b. Compare that to the stated miles from the contractor's facility to the SFM delivery point as it appears on the contract sheet.
  - c. If the distance to the desired delivery point is **LESS** than the stated miles between the contractor's facility and the SFM delivery point, then there is no additional charge for delivery.
  - d. If the distance to the desired delivery point is **GREATER** than the stated miles between the contractor's facility and the SFM delivery point, then the contractor may not charge more per mile than the stated "Per Mile Fee" as stated on the contract sheet for each additional mile beyond the stated miles from the contractor's facility to the SFM delivery point.

For example, if the stated distance from the contractor's facility is 100 miles, and the desired delivery point is 85 miles, then there is no additional charge for shipping of the vehicle. However, if the desired delivery point is 125 miles, then the contractor may charge the stated "per mile rate" for the additional 25 miles to the delivery point.

### Desired Options Not Specifically Listed (10% Rule)

The State cannot identify every need of end users in its contracts so the most requested options have been competitively bid and are specifically identified on each contract sheet. Therefore, each vehicle contract contains the following clause in Section VIIB:

**IMPORTANT:** Maximum mark-up acceptable is factory to dealer cost plus no more than 10%. Options not requested as an "Add" or "Deduct" option herein, but which may be required by the user on this contract, will be furnished by the contractor at dealer cost plus no more than 10%. The State reserves the right to require proof of the dealer's cost for any optional items.

**NOTE:** As of July 1, 2017, state governmental bodies will no longer pay State sales tax on vehicles purchased under this contract. In lieu of State sale tax, governmental bodies will pay an Infrastructure Maintenance Fee (IMF) that is equivalent to 5% (up to \$500.00) of the total price of the purchase order. Contractors will collect this fee from the governmental bodies and then forward the fee to the SCDMV.

## SEDANS INDEX

	Initial Contract Term	Contract Rollover Dates	Order Cutoff Date	Base Price
<b>Sedan-1:</b> <a href="#">Sedan, Compact, 4 door, Hybrid - Gas/Electric</a> <i>Toyota Prius II</i>	11/1/17 – 10/31/18			\$22,994.00
<b>Sedan-2F:</b> <a href="#">Sedan, Compact, 4 Door, Flex Fuel</a>	No responsive bids received			
<b>Sedan-2G:</b> <a href="#">Sedan, Compact, 4 Door, Gas</a> <i>Chevrolet Cruze 1BR69</i>	11/1/17 – 10/31/18			\$16,134.00
<b>Sedan-3F:</b> <a href="#">Sedan, Crossover, Compact, 4 door, Flex Fuel</a> <i>Dodge Journey SXT JCDE49</i>	11/1/17 – 10/31/18			\$22,880.00
<b>Sedan-3G:</b> <a href="#">Sedan, Crossover, Compact, 4 door, Gas</a> <i>Chevrolet Equinox 1XP69</i>	11/1/17 – 10/31/18			\$20,387.00
<b>Sedan-4F:</b> <a href="#">Sedan, Intermediate, 4 door, 5 passenger, Flex Fuel</a>	No bids received			
<b>Sedan-4G:</b> <a href="#">Sedan, Intermediate, 4 door, 5 passenger, Gas</a> <i>Chevrolet Malibu</i>	11/1/16 – 10/31/17	11/1/17 – 10/31/18		\$19,452.00
<b>Sedan-4H:</b> <a href="#">Sedan, Intermediate, 4 door, 5 passenger, Hybrid – Gas/Electric</a> <i>Ford Fusion S Hybrid POU</i>	11/1/17 – 10/31/18			\$22,876.00
<b>Sedan-5:</b> <a href="#">Sedan, Full Size, 4 door, 5 passenger, Flex Fuel</a> <i>Dodge Charger SXT LDDM48</i>	12/15/17 - 10/31/18			\$20,567.00

## **Sedan-1: Sedan, Compact, 4-Door, Hybrid – Gas/Electric**

<u>Contract Number:</u>	<b>4400017374</b>	<u>Contractor:</u>	<b>Fred Anderson Toyota</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	9101 Glenwood Ave Raleigh, NC 27617
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000079983
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Timothy Germain</b>
<u>Model:</u>	<b>Toyota Prius II - 1223</b>	<u>Email:</u>	<a href="mailto:tgermain@anderson-auto.com">tgermain@anderson-auto.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(984) 232-7454</b>
<u>Delivery :</u>	120 days ARO	<u>Fax:</u>	(919) 571-5158

**BASE PRICE = \$22,994.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

*Intentionally Left Blank*

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 166.00

*Non-State Agencies ONLY*

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 247 miles

Delivery price per mile in excess of 247 miles ..... \$ 0.67

*Non-State Agencies ONLY*

## **Sedan-2G: Sedan, Compact, 4 Door, Gas**

<u>Contract Number:</u>	<b>4400017377</b>	<u>Contractor:</u>	<b>Love Chevrolet Company</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	PO Box 8387 Columbia, SC 29202
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000044959
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Donna Casey</b>
<u>Model:</u>	<b>Chevrolet Cruze 1BR69</b>	<u>Email:</u>	<a href="mailto:governmentsales@loveauto.com">governmentsales@loveauto.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(803) 794-9004</b>
<u>Delivery :</u>	90 days ARO	<u>Fax:</u>	(803) 926-7467

**BASE PRICE = \$16,134.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

Auxiliary Power Connection - Standard State Spec ..... \$ 68.00

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 15.00  
*Non-State Agencies ONLY*

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 9 miles

Delivery price per mile in excess of 9 miles ..... \$ 1.67  
*Non-State Agencies ONLY*

## **Sedan-3F: Sedan, Crossover, Compact, 4 Door, Flex Fuel**

<u>Contract Number:</u>	<b>4400017379</b>	<u>Contractor:</u>	<b>Santee Automotive, LLC</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	2601 Paxville Highway Manning, SC 29102
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000214142
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Scott Watford</b>
<u>Model:</u>	<b>Dodge Journey SXT JCDE49</b>	<u>Email:</u>	<a href="mailto:scott@tracsconsult.com">scott@tracsconsult.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(803) 386-9651</b>
<u>Delivery :</u>	120 days ARO	<u>Fax:</u>	(803) 678-4297

**BASE PRICE = \$22,880.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

Auxiliary Power Connection - Standard State Spec ..... \$ 101.00

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 50.00  
*Non-State Agencies ONLY*

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 81 miles

Delivery price per mile in excess of 81 miles ..... \$ 0.62  
*Non-State Agencies ONLY*

## **Sedan-3G: Sedan, Crossover, Compact, 4 Door, Gas**

<u>Contract Number:</u>	<b>4400017378</b>	<u>Contractor:</u>	<b>Love Chevrolet Company</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	PO Box 8387 Columbia, SC 29202
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000044959
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Donna Casey</b>
<u>Model:</u>	<b>Chevrolet Equinox 1XP69</b>	<u>Email:</u>	<a href="mailto:governmentsales@loveauto.com">governmentsales@loveauto.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(803) 794-9004</b>
<u>Delivery :</u>	90 days ARO	<u>Fax:</u>	(803) 926-7467

### **BASE PRICE = \$20,387.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

Auxiliary Power Connection - Standard State Spec ..... \$ 135.00

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 15.00  
*Non-State Agencies ONLY*

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 9 miles

Delivery price per mile in excess of 9 miles ..... \$ 1.67  
*Non-State Agencies ONLY*

**NOTE: Per South Carolina Code §1-11-310, Part H, and the Energy Policy Act (EPA) of 1992, South Carolina State Agencies MUST use the Sedan-3F contract when planning to purchase a Sedan-3 Crossover Compact Class Vehicle.**

**Questions regarding this policy should be directed to State Fleet Management at 803-737-0668.**

## **Sedan-4G: Sedan, Intermediate, 4-Door, 5-Passenger, Gasoline**

<u>Contract Number:</u>	<b>4400014493</b>	<u>Contractor:</u>	<b>Love Chevrolet Company</b>
<u>Initial Contract Term:</u>	11/1/16 – 10/31/17	<u>Address:</u>	100 Parkridge Dr Columbia, SC 29212
<u>Contract Rollover Dates:</u>	11/1/17 – 10/31/18	<u>Vendor #:</u>	7000044959
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Donna Casey</b>
<u>Model:</u>	<b>Chevrolet Malibu</b>	<u>Email:</u>	<a href="mailto:governmentsales@loveauto.com">governmentsales@loveauto.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(803) 794 – 9004</b>
<u>Delivery:</u>	90 days ARO	<u>Fax:</u>	(803) 926 – 7467

**BASE PRICE = \$19,452.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

Vehicle Backup Camera System .....\$ 145.00  
Auxiliary Power Connection - Standard State Spec .....Factory Standard

### **Optional Deductions**

*Intentionally Left Blank*

### **Delivery Information**

*Not applicable to this contract.*

**NOTE: Per South Carolina Code §1-11-310, Part H, and the Energy Policy Act (EPA) of 1992, South Carolina State Agencies MUST use the Sedan-3F contract when planning to purchase a Sedan-3 Crossover Compact Class Vehicle.**

**Questions regarding this policy should be directed to State Fleet Management at 803-737-0668.**

## **Sedan-4H: Sedan, Intermediate, 4-Door, 5-Passenger, Hybrid**

<u>Contract Number:</u>	<b>4400017379</b>	<u>Contractor:</u>	<b>Santee Automotive, LLC</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	2601 Paxville Highway Manning, SC 29102
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000241142
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Scott Watford</b>
<u>Model:</u>	<b>Ford Fusion S Hybrid POU</b>	<u>Email:</u>	<a href="mailto:scott@tracsconsult.com">scott@tracsconsult.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(803) 386-9651</b>
<u>Delivery:</u>	120 days ARO	<u>Fax:</u>	(803) 678-4297

**BASE PRICE = \$22,876.00**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

*Intentionally Left Blank*

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 50.00

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 81 miles

Delivery price per mile in excess of 81 miles ..... \$ 0.62



## **Sedan-5: Sedan, Full Size, 4-Door, 5-Passenger, Flex Fuel**

<u>Contract Number:</u>	<b>4400017681</b>	<u>Contractor:</u>	<b>Performance CDJR</b>
<u>Initial Contract Term:</u>	11/1/17 – 10/31/18	<u>Address:</u>	605 Warsaw Highway Clinton, NC 28328
<u>Contract Rollover Dates:</u>		<u>Vendor #:</u>	7000241847
<u>Order Cutoff Date:</u>		<u>Contact:</u>	<b>Gene Daniel</b>
<u>Model:</u>	<b>Dodge Charger SXT LDDM48</b>	<u>Email:</u>	<a href="mailto:gdaniel@performancecdjr.com">gdaniel@performancecdjr.com</a>
<u>Commodity Code:</u>	07104	<u>Telephone:</u>	<b>(910) 592-5337 ext. 1201</b>
<u>Delivery :</u>	90 – 120 days ARO	<u>Fax:</u>	(910) 592-5008

**BASE PRICE = \$20,567**

\* Click on the link above for an itemized listing of items included in the base price.

### **Optional Additions**

Auxiliary Power Connection - Standard State Spec ..... \$50.00

### **Optional Deductions**

Delivery Fee (per vehicle) ..... \$ 20.00  
*Non-State Agencies ONLY*

### **Delivery Information**

Distance from Dealership to SFM Delivery Point ..... 12 miles

Delivery price per mile in excess of 12 miles ..... \$ 1.67  
*Non-State Agencies ONLY*